

# ADVERTISING "Education is the cheap defense of Nations." **EASTMAN'S STATE AND NATIONAL BUSINESS COLLEGE.**

POUGHKEEPSIE, N. Y.—ON THE HUDSON RIVER.

**The Most Practical Institution of the Age.**

Founded on the Great Motto of Agesilaus, King of Sparta, "Teach your boys that which they will practice when they become men."

## **COURSE OF INSTRUCTION AND PLAN OF OPERATION.**

**Prosperity of the Institution and Eminent Success of the Novel, Original, and Preeminent mode of Business Training.**

## **THEORY AND PRACTICE.**

**The Right Kind of Education for Young Men.**

Placing them in the best manner, in the shortest possible time, and at the least expense, to insure success in the business duties and employments of life.

## **SUPERIORITY OF THIS SYSTEM**

Over all others yet devised, for the correct and rapid acquisition of Business Rules, Laws, Customs and Operations.

## **Important Course of Study for Returned Disabled Soldiers.**

Letters from Elihu Burritt, Mathew Vassar, Mayor Bowne, Geo. W. Bungay, and other Eminent Gentlemen, indorsing the Institution and the Practical and interesting manner pursued in Teaching, Terms of Tuition, Sketch of City of Poughkeepsie, &c., &c., &c.

## **LETTERS AND REPORTS**

From Eminent Gentlemen indorsing the Course of Study and Practical Plan of Operation.

**Report**  
From Geo. W. Bungay, esq., Author of "Crayon Sketches." (From a published Letter.)

The City of Poughkeepsie is noted far and near, for the purity of its atmosphere, the richness of its soil, the abundance of its natural resources, and the wealth, enterprise, and intelligence of its inhabitants. In a word, it is a paradise of a place—a city of rural palaces and temples of learning. It is situated on the beautiful banks of the Hudson, and is justly celebrated for the weird and picturesque grandeur of its river and mountain scenery, the classic reminiscences of its Revolutionary history, for its famous schools, colleges, and ladies' seminaries, and the high character of its citizens.

It would be difficult to find a more desirable place for a residence. It is within six hours' ride of five of the most prominent States of the Union, and is easy of access from all parts of the United States and Canada, by railway and river. The moral tone of society is excellent, and its educational advantages are unsurpassed by any rural city in the State or Nation. It is not a matter of surprise that such men as Prof. Morse, who taught science to speak the language of lightning, and Benson J. Lossing, the artist and author, and Mathew Vassar, esq., the Benevolent founder of the Female College endowed with \$400,000, choose this place for their permanent home.

I visited Poughkeepsie to attend public exercises at EASTMAN'S STATE AND NATIONAL BUSINESS COLLEGE, and as this excellent institution is one of the most notable features of this pleasant city, I shall give you a short sketch of it, believing that there are many among your readers who will desire to avail themselves of its rare advantages.

**THE COLLEGE BUILDINGS.**  
Two in number, are large edifices, situated on Washington and Vassar streets, with Post-Office and Telegraph communication with each, and are sufficiently large to accommodate Five Hundred Students with the offices, desks, seats, tables, and other appointments needed in a first-class Business College.

The different departments are handsomely fitted and furnished with all the apparatus required for the accommodation of the pupils who seek so properly a commercial or business education here.

The walls are adorned with splendid specimens of penmanship, autograph letters from noted persons in Europe and America, and fine photograph likenesses of men and women who have distinguished themselves by their talents and their acquirements.

The buildings are used entirely for business departments—Lecture and Recitation Rooms, the pupils boarding in private families (under the supervision of the Institution) who receive as boarders only the pupils of the College, which system of boarding seems to be very much preferred by parent and pupil.

The Washington street building is used entire for ACTUAL BUSINESS PURPOSES,

In carrying out the original and pre-eminent mode of Business instruction, embracing

**THEORY AND PRACTICE,**

and is fitted with the following offices for officers: **Business: Eastman's College Bank and National**

Bank, Union Store, Insurance Office, Express Office, Rail Road, Steam Ship and Boating Departments, Post-Office, Custom-House, and Stationery Department. Telegraph Office, Jobbing and Forwarding and Commission Departments, and Exchange Office and Collection Agency, while the Vassar street building is devoted to theory in preparing the pupil to enter upon the actual business course.

**A GLANCE AT THE ARMY OF GENTLEMEN**  
Receiving instruction here is certainly very suggestive. There are representatives from nearly every part of the East, West, North, and loyal South, and also from the Canadas, South America, and Cuba, and a more respectable, intelligent body of young men are seldom seen together.

I cannot say all that I would in the short space of a newspaper letter, of the advantages of this institution.

It is not expected that all who graduate here will become merchants or bankers, for it is equally essential that the farmers, mechanics, and all others should have such knowledge as is here imparted.

A very interesting and important feature in the College course here, is a SERIES OF LECTURES by distinguished men, such as JOHN B. GOUGH, the electric speaker; E. H. CHAPIN, the orator, whose living words have the rhythmic flow and liquid harmony of music; ELIHU BURRITT, the walking encyclopedia and living polyglot of languages; JOHN G. SAGE, the American Thomas Hood, whose sunshiny humor has made his name familiar as a household word; ARTHUR WARD, (Howe) the famous wax-figure man, whose exhibitions draw well in Vanity Fair; the Hon. TOM MARSHALL, the Kentucky orator; SHILLABEER, (Madame Partington) of funny memory; J. R. GIDDINGS, the Joshua who commands the sun of freedom to stand still while he pursues his opponents; DOZESTICKS, the humorist; GRACE GREENWOOD, the accomplished author; GEORGE D. PRENTICE, the editor and poet; PETER COOPER, the merchant prince and man of business; P. T. BARNUM, the great showman, whose practical lectures have added vastly to his reputation; and many others who equally deserve consideration.

In conclusion I would suggest that young men who desire to succeed in life, whether they be MERCHANTS, FARMERS, PROFESSIONAL MEN OR MECHANICS,

cannot afford to lose the advantages of this school. **PARENTS AND GUARDIANS** should be interested in this system of practical business instruction. Here your boys are taught that which they will use when they become men, and the whole course is taken up in such an interesting manner that the student never fails to apply himself with an energy satisfactory to teacher and parent.

I will add that the student is also taught the Graces of Polite Learning and Belles Lettres literature, and that the physical and moral welfare of the student are watched over with parental care and solicitude.

But I must close by again making the suggestion that the young man who wishes to excel as a MERCHANT, FARMER, MECHANIC, TEACHER, LAWYER OR PHYSICIAN

will find that a short time spent at this Institution, will be of incalculable advantage to him through life.

**Letter From Elihu Burritt.**  
(Learned Blacksmith.)

In regard to this system of Education. Mr. BURRITT has lectured before this College for three years past, and has thus become acquainted with the course of study and the plan of operation.

NEW-BRITAIN, CONN.

H. G. EASTMAN, ESQ., My Dear Sir: I have felt a great interest in the character and success of your admirable School of Business. At each visit, my impression of its happy adaptation to the wants of the present day, was strengthened and deepened. Indeed, no institution could be more American—more characteristic of the improvements of the age. The practical education imparted is so ample, varied, and utilitarian, that any young man who takes a fair and honest advantage of it, must be fitted for any department of business which he may choose for life, whether he become a merchant, banker, manufacturer, or farmer. To gain thus in a few months, what would cost years of business life to acquire without such a course of instruction, is a privilege which should commend your institution to the patronage of the whole business community. I would congratulate you on the high character of your college in Oswego, and on the success which has crowned your efforts in this important department of education. I am glad you have transferred your sphere of labor to such a central, accessible and pleasant locality as Poughkeepsie; a city which is so admirably adapted for an institution of this kind.

Wishing you the largest success, I am truly yours,  
ELIHU BURRITT.

**Letter from the Mayor of Poughkeepsie.**  
MAYOR'S OFFICE, POUGHKEEPSIE, N. Y., July 1, 1892.

H. G. EASTMAN, ESQ.: Dear Sir—I take great pleasure in indorsing the above from Mr. Burritt; and as my son has received the benefits of your institution, I at the same time cheerfully recommend its superior advantages and your practical mode of instruction to those who have sons to educate.

J. BOWNE, Mayor of Poughkeepsie.

**Letter from the Clergy of Poughkeepsie.**  
POUGHKEEPSIE, N. Y., July 1, 1892.

H. G. EASTMAN, ESQ.: Dear Sir—Being personally acquainted with your institution, we are gratified to indorse the above; and having witnessed the practical operation of teachers and pupils, we unhesitatingly commend its superior advantages to young men at home and abroad.

G. M. MECKERON, Pastor 1st Reformed Dutch Church.  
MOSES TYLER, Pastor Congregational Church.  
CHAS. S. HAGEMAN, Pastor 2d Reformed Dutch Church.  
J. L. G. McKOWN, Pastor Methodist Church.  
SAMUEL BUEL, Pastor Episcopal Church.  
C. N. CHANDLER, Pastor 1st Baptist Church.

**Letter from M. Vassar, Jr., and M. Vassar, esq.,**

Founder of Vassar Female College.

POUGHKEEPSIE, Jan. 21, 1893.

H. G. EASTMAN, ESQ.—Dear Sir: Having vis-

ited your School of Business frequently the past two years with great pleasure and satisfaction, and coming in contact, at home and abroad, with students who had finished the Course of Instruction, from their expressed satisfaction, and my own observation of your plan of PRACTICAL INSTRUCTION, I would recommend any young man who is desirous of preparing himself for the active duties of life—such as Mercantile, Commercial, Manufacturing, Banking, or sought else, wherein the upright, honest, industrious man is engaged—to place himself under your instruction, and thus reap the advantage which your Institution possesses.

Yours,  
M. VASSAR, JR.  
I have read the above, and fully concur in the recommendation.  
Yours,  
M. VASSAR.

**Letter from the Rev. James Cuyler.**

PHILADELPHIA, Pa., June 26, 1892.

PROF. H. G. EASTMAN—My Dear Sir: Since my return from Europe, I have not, until now, found time to express to you my thanks for the attention shown my sons, and for the benefits they derived while attending your excellent School of Business. I am gratified with their improvement in the very important, and seeming to me, most proper, studies they pursued; and, although I intend them to follow agricultural pursuits, the practical training they have received at your hands will be equally valuable to them through life.

Thanking you again, I remain, very truly yours,  
JAMES CUYLER, M. E. Church.

**Letter from E. H. Osborn, esq.**  
OFFICE OF THE POUGHKEEPSIE TELEGRAPH, Sept. 1, 1892.

H. G. EASTMAN, ESQ.—Dear Sir: I bear testimony with pleasure to the excellence of your Institution as a School for Young Men preparing to engage in the active duties of life. Having witnessed the thorough progress of my son in a course of instruction at your College, I can commend the Institution to others, in the full conviction that it is provided with talent and facilities for such instruction which commend it as worthy of general patronage.

E. H. OSBORNE.

## **The Importance of a Practical Business Education**

Is now fully conceded, for in this age of the world only educated labor is sure of success.

That the nation grows more practical as it grows in prosperity, is seen and acknowledged; and that it requires men practically educated—educated for business and the times—to meet its demands, is apparent to every observer of human nature. Henry Clay was never more truthful than when he said: "Young man, qualify yourself for business. The professions are full, and the age demands it. Educate yourself for business—a business man for the farm, counting-room, and commercial pursuits—and you will succeed now and hereafter."

This being so, and the world understanding it, schools and studies commensurate with the age were long ago felt to be a necessity. Hence the establishment of this Business College ten years since, founded on the great motto of Agesilaus, "Teach your boys that which they will practice when they become men." And the energies of its founder have since been devoted to perfecting a course of study adapted to the large class of young men who desire to be educated for the practical business duties and employments of life—instructing them in those branches that the present day seems to demand, conducting the entire operations in the most interesting and practical manner possible.

**THE INSTITUTION.**  
has continued to grow in favor, until it is now second to no other college of learning in this country, in point of usefulness and prosperity. It has ever ranked as the first Business School in the Union; and that its practical plan of operation has now placed it far in advance of all Commercial or Mercantile colleges in the world, an examination will prove.

The superiority it claims over other institutions of a similar character, is in the new mode of instruction, combining theory and practice, by means of certain counting-room, banking-house, office, and actual business operations, described and copyrighted by law to the college, and in use in no other. It was presented to the world two years ago, with the full belief that it would stand the most rigid examination; and that it has been a gratifying success is fully substantiated by the testimony in recent reports from some of the best educators and business men of the country, who have witnessed the operations of teachers and pupils, as well as from graduates who, through its benefits, have risen above the trammels of want, and are filling lucrative and honorable positions.

The system of practical instruction is founded on principles so simple and self-evident, that it requires only an examination, to be admitted and understood; and a personal examination of the institution, in all its appointments, is sufficient to thoroughly demonstrate the practicability of the system.

## **A Brief Synopsis**

OF THE COURSE OF INSTRUCTION AND GENERAL PLAN OF OPERATION, AS CONDUCTED ON THE LONDON CORN EXCHANGE PRINCIPLE.

**THE PUPIL** is first instructed in the elements of Penmanship, Book-Keeping, Accounts, Business Forms, Letter Writing, and Business Arithmetic. The time occupied in the preparatory is usually four weeks, depending altogether on his previous attainments and natural capacity. There are regular Professors and daily recitations in the ACADEMIC BRANCHES. He is then assigned his official desk in the BUSINESS DEPARTMENT, and furnished with a capital, consisting of Cash, Real Estate, Merchandise, and Stocks, corresponding with the business in which he is to first engage, and opens books accordingly; he receives his Bank and Check Books at the Bank, and from the Stationer his Blank forms of Drafts, Notes, Manifests, Bills of Lading, Insurance Policies, Letters of Credit, Deeds, Bonds, Mortgages, Railroad Reports, Summary Statements, Abstracts, Powers of Attorney, Articles of Copartnership, Assignment, &c., &c., and then commences business operations, buys and sells merchandise,

real estate, stocks, &c., imports and exports goods, purchases and ships goods on his own and joint account, gets insured and makes out insurance policies, makes regular deposits at the bank, gives and receives checks, receipts, orders, notes, drafts, bills of exchange, acceptances, account sales, receives and manages estates, holds correspondence with different firms, and individuals through the post-offices, sends and receives telegraph messages, computes all interest and calculations connected with his transactions, and finally balances his books weekly.

From this he becomes Merchant in the Union Store, and then, in regular turn, Freight Agent, Insurance Agent, Forwarder, Grain Dealer, Importing Merchant, Commission Merchant, with one or two and three partners, Auctioneer, Exchange Broker, Jobber, Real Estate Agent or Operator, Steamboat Owner, Shipper, Consignee, Railroad and Steamship Agent, Postmaster, Manufacturer, Nurseryman, and finally as Banker, when the prescribed Business Course is completed.

**THE COLLEGE BANKS**, two in number, are actual Banks of Deposit, Discount and Circulation, as complete in every appointment as regular Chartered City Institutions, provided with their own Bills, Specie, Checks, Notes, Bills of Exchange, &c., furnished with full sets of books, and the business done with as much accuracy and dexterity as in the flourishing Temples of Mammon in the Metropolis. Students act as President, Directors, Cashiers, Tellers, Bookkeepers, &c., and hold their regular offices in their turn.

**THE DRY GOODS AND GROCERY DEPARTMENTS** are furnished with samples for buying and selling on the London Corn Exchange principle.

**POST-OFFICES, POUGHKEEPSIE AND NEW-YORK.**—These offices are furnished with every appointment of a United States office and actual post-office business is done, viz: Stamps sold, Letters stamped with postmark, mailed with post bill, registered, and a regular set of books kept. Students act as postmasters, mail carriers and clerks. All letters are criticized as they pass through the offices, and those containing errors are corrected and sent back to the writer, to be re-copied before being forwarded.

**TELEGRAPH OFFICES, POUGHKEEPSIE AND NEW-YORK.** These offices, the first ever introduced into an institution of learning, are furnished with every fixture of an office of the American Telegraph Company and every facility is afforded the student for acquiring perfection in the art of Telegraphing.

They are furnished with main and local batteries, giving the operator every advantage of a long circuit.

**THE FREIGHT OFFICE, INSURANCE AND EXCHANGE OFFICE, EXPRESS OFFICE AND OFFICE OF NOTARY PUBLIC**, with the other departments, are all complete in themselves, and an actual business is done with each.

**IN THE RAIL ROADING AND FREIGHTING DEPARTMENT**, eleven different roads and thirty stations are represented.

An AUCTION SALE takes place once a week, when sales of Real Estate, Stocks, Dry Goods and Groceries are made. Students act as auctioneers, clerks, and purchasers.

The above synopsis of this new mode of instruction, combining THEORY AND PRACTICE, is sufficient, I believe, to satisfy every one of its superiority over all other systems ever devised or introduced—it placing the pupil at once in ACTUAL BUSINESS and making him practically acquainted with every variety of accounts, and the whole routine of business transaction from the simple details of a country store to the more complicated operation of our extensive mercantile establishments and banking institutions.

It will also be seen that this Course gives a student that practical knowledge of Mathematics, Grammar, Composition, Spelling, Word Studies, and the English branches in general, which cannot be obtained as perfectly or rapidly in any other manner.

## **Double Entry Book-Keeping.**

Let no man enter into business who is ignorant of the manner of regulating books. Never let him imagine that any degree of natural ability will supply the deficiency, or preserve multiplicity of affairs from inextricable confusion.—(DR. JOHNSON.)

The following will give an idea of the course of Double Entry Book-Keeping in the different Departments, the Books used, &c.:

**MERCHANDISING.**—Both stock and partnership books, for wholesale and retail, with or without auxiliaries, either using day-book, journal, ledger, and auxiliaries; day-book in journal form, and auxiliaries, or cash-book, sales-book, invoice-book, bill-book, day-book, and ledger, as principal books.

**PARTNERSHIP BOOKS.**—Two, three, four, and six partners, representing the different changes in business.

**FORWARDING AND COMMISSION BUSINESS.**—Improved forms.

**MANUFACTURING, INDIVIDUAL, AND JOINT STOCK BUSINESS.**—Books in use for small and large business.

**JOBBER BUSINESS.**—Books for large and small business houses.

**STEAMBOATING.**—Books for both river and lake business.

**RAILROADING.**—Books and auxiliaries for the most extensive business, showing the whole manner of operating in freight, ticket, and other departments.

**BANKING.**—Books and auxiliaries for both private and incorporated institutions, the whole routine of operation being actually performed by the student with the facility of two regular banks, complete in bills, furniture, and every necessary fixture of a regular chartered institution.

Improved forms of bookkeeping for Printers and Publishers, Lumbering and Hotel business.

**ADMINISTRATORS' BOOKS**, giving a full exhibit of the business.

**BROKERAGE AND EXCHANGE.**—Complete forms and auxiliaries.

**TELEGRAPH OFFICES** are furnished with a full set of books, reports, bills, &c.

**POST-OFFICE BUSINESS.**—Books and auxiliaries for each office. Offices are furnished with postage-

stamps, reports, bills, mail bags, and every fixture of a U. S. office.

**EXPRESS BUSINESS.**—Books and simplified forms.

**RETAIL BUSINESS.**—Eastman's Complete Account-Book in use, all the other books being resolved in this one for retail business.

**FARMERS' AND NURSERYMEN'S BUSINESS.**—Eastman's Complete Account-Book and Time-Table in use.

In the routine of practical instruction the student becomes familiarized with changing books from single to double entry, changing stock-books to partnership, and every form and principle of bookkeeping known in well-regulated establishments.

## **Penmanship.**

"The noblest acquisition of mankind is speech, and the most useful art is writing."

AS EVERY ART is more or less valuable in proportion to its extensive usefulness, so the art of writing claims our highest esteem, and every effort to improve or bring it nearer to perfection is entitled to public encouragement.

In the present state of society, writing has become a science not only of public utility, but of absolute necessity to individuals. Its general usefulness in every walk of enterprise and commerce in every civilized nation attaches an importance to it that cannot be mistaken, and makes it an object of the first necessity. Writing is one of the fine arts, and he who writes elegantly is an artist. Bad manuscript is no sign of genius. It is a sign of nervous debility, of a deficient education, or of natural carelessness or incompetency. In this country, at the present day, correspondence enters so much into all the occasions and transactions of life, and letter-writing becomes such an important part of every successful business or profession, that it is demanded of young men that they make themselves masters of the pen—rapid, legible, elegant writers.

A good, expeditious Handwriting is one of the strongest elements, too, of promotion and success, and carries with it an indispensable reference. While every other art or science has had certain rules to guide the pupil through difficulties, it seems to have been different with the art of writing, and we claim, by a novel invention, called the "PENMAN'S ASSISTANT," an illustration of which is herein given, to overcome in a very short time the greatest obstacles to proficiency in this most important branch of a proper education.

Penmanship has ever had a prominent place in the course of study pursued at this institution. The Spencerian System was long ago adopted, believing it to possess all the excellencies which are so essential for business purposes, and taught as it is by two of the ablest teachers in the country, with the advantage of the Penman's Assistant, it becomes a most desirable feature of the course.

## **Theory Department.**

In this Department instruction is given in BUSINESS ARITHMETIC, as applied in business generally—taking up the more important parts, embracing rules for the most accurate and rapid methods for the practical application of Percentage—Interest, simple and compound, Discount, Commission, Exchange, Profit and Loss, Co-partnership Settlements, Averaging, &c., &c., until thoroughly informed in the matter.

## **COMMERCIAL LAW.**

as applied to Contracts, Agencies, Partnerships, Indorsements, Sales, Negotiable Paper, and those points most intimately connected with the safe and sure prosecution of business and commercial transactions, and of such vital importance to the business man, whose life is a never-ceasing succession of contracts and agencies.

These lectures consist principally of familiar questionings upon those branches of law most intimately connected with the safe and sure prosecution of business. During these lectures students are exercised in writing and explaining contracts, agreements, bills of sale, bonds, deeds, mortgages, leases, articles of copartnership, tax lists, receipts, releases, &c.

## **CORRESPONDENCE.**

Embraces a suggestive course of instruction, comprising principles and rules, the observance of which will lead to the highest attainment in this art.

Brevity in communication, folding, spelling, punctuation, capitals, use of words, &c., &c.

That a lamentable deficiency exists in this branch of a proper education must be admitted by all who have had occasion to examine the matter.

## **COMMERCIAL DEFINITIONS—SPELLING AND WORD STUDIES.**

Great interest is attached to a thorough understanding of the words of the English language, that are in use in the best business circles.

**PRACTICAL READING.**  
daily in Eastman's Treatise on Money and Business and in the New-York papers. All business is suspended for this exercise. The articles read are discussed, and the definition and spelling of words form a part of the exercise. Selections are made from THE TRIBUNE, Herald, Times, World, Post and other first-class journals. The selections are judicious, being those of a commercial nature, those that treat of the geography of our country, market and stock reports, and important home and foreign news.

## **PHOTOGRAPHY.**

is taught in a thorough manner by Mr. ISAAC TOMPKINS of THE TELEGRAPH, a skillful reporter and successful teacher.

**TELEGRAPHING.**  
Great importance now attaches to this branch. Classes are formed every month, and with the advantage of the College Telegraph Office, it requires but a short time for the pupils to become operators.

## **POST-OFFICE BUSINESS.**

The student in completing the prescribed Business Course, holds the office of Postmaster in his regular business, and thus becomes informed in the whole routine of the Business.

## **POLITICAL ECONOMY.**

Lectures on the Nature and Causes of Wealth are given from time to time.

Special Recitations and Lectures are also given on COMMERCIAL GEOGRAPHY AND MERCANTILE ETHICS.

## **TEACHERS' COURSE IN PENMANSHIP.**

This is a separate department, under the supervision of a most competent instructor, where Plain and Ornamental Penmanship is made a specialty.

Lectures on advertising, business correspondence, and general topics relating to success in life, are given on Saturdays.

**DEBATING ON business subjects every Tuesday evening, at 7 o'clock.**

## **The Value of a Practical Business Education.**

From Freely's Treatise on Business.  
[When Mr. Freely published his excellent work on business, institutions of this kind, designed to supersede the counting-room in the practical education of young men, had not commanded the attention of educators, and thus he speaks of "counting-houses."]

"In the education of the young man great care should be taken that the health be not impaired, and the mind lose its spring and elasticity, under a load of cumbersome and unpractical learning. It has been said that at least one-fourth of the students in our literary colleges leave them with impaired health. Fully one-half are too sensitive to bear the rude jostlings of the world. It is wonderful how many parents spend money which they can ill spare to unfit their sons for all future usefulness."

The Hon. Geo. S. Hilliard has drawn a graphic picture, intended as a source of consolation to those who are deploring their fate that they cannot attain a collegiate education; and we use it to show the advantages of a counting-house over a college education: "Two youths, for instance, of the same age, leave school at the same time, and one enters college and the other goes into a counting-house. And let us suppose them equally conscientious and equally disposed to make the best of their opportunities. The collegian works hard and learns much, and in time acquires distinction; but from the recluse life he has led, he is likely to have awkward manners and an unimpressive address, and perhaps has impaired his health. From not having been trained to self-control, he is perhaps impatient of contradiction and needlessly sensitive. He is probably conceited, possibly pedantic, and pretty sure to want that sixth sense which is called tact. He knows much of books, but little of men or life, and from mere confusion of mind, incurs the reproach of weakness of character. On the other hand, the youth who enters a counting-room finds whatever of conceit he may have brought from the village academy is soon rubbed out of him. He is obliged to keep his wits about him, to decide quickly, to have accurate eyes and truthful ears, to learn that there are just sixty minutes in an hour, and just one hundred cents in a dollar. The hours of his day come freighted with lessons of self-reliance and self-command, and the grain of his character grows firm under the discipline of life."

A business education will be of advantage to every man, whatever his future occupation may be. To farmers it will teach business habits and attention to accounts, which will give them increased interest and success in their business. To the mechanic it will teach order, system, management, the practical value of book-keeping, and remedy many of their deficiencies. To the professional man it will afford a clearer insight into the practical operation of business affairs, and give him facilities in obtaining practice.

## **General Information to Applicants.**

**NOTE.**—This is solely and purely a Business College, as its name imports, as distinct in its design and purpose as a Law College or a Medical School, and every branch of study with every facility in Buildings, Arrangements, and Professorship, is adapted to that end. It is not intended to graduate Lawyers, Doctors, or Divines, or to prepare young men for Yale, but to fit them as thoroughly as possible for business in the different walks of enterprise and commerce, and assist them to positions if they desire it and merit it.

It is essentially different from the so-called Commercial Colleges, the Course of Instruction being more thorough and extensive, and conducted entirely on Practical Philosophical Principles.

What they term a Business Education (!) is not accepted here—as neither is the partial course pursued in Academies and Seminaries in connection with regular Collegiate Studies.

YOUNG MEN desiring admission must be of good moral character and industrious business habits. Their age and previous education is not considered.

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